

May/June 2017

# the ApartmentMENTOR

Serving the Triangle and Surrounding Areas



**KEEP  
CALM  
THE POOL IS  
OPENING  
SOON**



# Legal News: Attorney Goes Rogue!

Discover how you can get free legal advice.



(Raleigh) – If you haven't heard, there's a law firm in North Carolina that's breaking the mold. How are they doing it? By developing a better approach to giving their clients legal advice about evictions: they stopped charging them, and just give it away for FREE! **Better Service, More Coverage, and Fixed Prices.**

And it's not just emails and phone calls – they also provide **Lunch-N-Learn** training sessions for their clients at no charge; just another free “perk” they offer for using their service! Visit [www.TheEvictionTeam.com/LandL](http://www.TheEvictionTeam.com/LandL) to find out more.

Want to try it out for yourself? Be sure to stop by one of the two sessions Chris Loeb sack will be teaching at the 2017 AANC Education & Legislative Conference on May 23rd at the Raleigh Convention Center.

LOEBSACK & BROWNLEE, PLLC  
THEEVICTIONTTEAM.COM



A BETTER APPROACH TO EVICTIONS

## Hot Topic Questions:

- > *When is the right time to charge eviction fees and “complaint filing fees”?*
- > *What's the best way to prove there's an unauthorized occupant in the Unit?*
- > *Is it 7 days or 10 days after a lockout before I can trash out the Unit?*

LOEBSACK & BROWNLEE, PLLC  
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Providing representation across the Carolinas from our offices located at  
1850 East 3rd Street, Suite 245, Charlotte, NC 28204  
4020 Westchase Blvd, Suite 527, Raleigh, NC 27607  
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**Triangle Apartment Association**  
7920 ACC Blvd., Suite 220  
Raleigh, NC 27617  
919.782.1165 • 919.782.1169 FAX  
www.triangleaptassn.org

**TAA Office Hours**  
Monday through Friday  
8:30am-5:00pm

#### TAA Mission Statement

The Triangle Apartment Association is committed to serving the rental housing industry by providing education for professional development, protecting the interests of rental housing providers through legislative advocacy, fostering business partnerships and participating in the betterment of the Triangle and surrounding communities.

Affiliated with:



## TAA STAFF MEMBERS

**Josie H. Eatmon**, Executive Director  
jeatmon@triangleaptassn.org

**Suzanne Pratt**, Director of Professional Development  
spratt@triangleaptassn.org

**Vicki Franciosi**, Meetings & Events Director  
vfranciosi@triangleaptassn.org

**Jacob Rogers**, Government Affairs Director  
jrogers@triangleaptassn.org

**Susan Williams**, Finance Director  
accounting@triangleaptassn.org

**Candace Patrick**, Membership & Marketing Manager  
membership@triangleaptassn.org

**Meg Palumbo**, Communications Manager  
communications@triangleaptassn.org

**Aby Henneberry**, Education Coordinator  
ahenneberry@triangleaptassn.org

**Erin Lowder**, Member Services & Office Support Coordinator  
memberservices@triangleaptassn.org

**Dan Pauley**, Accounting Associate  
accountingassoc@triangleaptassn.org



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Brownlee Whitlow Praet & File, PLLC

## COMMITTEE CO-CHAIRS

#### Education:

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Bret Smith  
Chris Williams

#### Products & Services:

Chad Anderson

#### Special Events:

Sarah Brady  
Becki Hale

#### XCEL:

Rob Boggs  
Josh Scholl

**Total Members: 962**

**Total Units: 123,052**

**Apartment Communities: 523**

**Associate Members: 227**

**Owner/Operators: 152**

**IRO: 60**

*TAA Snapshot as of 4/24/2017*



# President's Pen



I want to dedicate this issue's President's Pen article to our new members. Since the beginning of the year, our Membership Committee has been extremely focused on building our associate membership. They started a campaign called "TAA is the Key to Your Success" where existing members are rewarded for referring new members with pens, padfolios, and other TAA goodies. As a compliment to that campaign, in my first Pen article, I started a social media buzz asking existing members to create and share a "Value Statement" using the hashtag #MyTAA MembershipValue. I did this because I wanted our existing members to share their story and to recollect why they became members. Being armed with these memories, members can better communicate with prospective members the true value of being a part of our association. As an enthusiastic participant in the campaign, I reached out to several of my existing vendors and spoke to them about becoming a member. I told them my value story. I told them about the many benefits I have seen from being a member. Many of them joined and I am grateful for their support of our industry. But now that they (you) have paid your dues, there is a lingering question.... What now?

If you do nothing else with your membership, the best reason you have for continuing your membership is to simply support our industry. Since you provide services and products to our owner/operator members, you have an interest in the health and vitality of it. You need assurance that the apartment industry is economically sound. That assurance comes from your financial support much like any other organization that protects your interests. The Triangle Apartment Association is committed to serving the industry by providing education for professional development, protecting the interests of rental housing providers through legislative advocacy, fostering business partnerships, and participating in the betterment of the Triangle and surrounding communities. In addition to contributing to the success of the apartment industry, your company information is now included in our exclusive vendor directory available on our website!

If you want to step up your membership beyond just paying dues, I encourage you to join a committee. Committees are the voices that create the ideas that forward the Association's agendas and actions. From association event planning to government advocacy, the Association has a committee for any person willing to volunteer. Volunteering on committees will not only give you personal satisfaction, but will also give you and your company more exposure with other members! The Products and Services Committee is one such committee dedicated to the agenda of our associate members.

Want next level membership? The Association is always seeking sponsors to support events! These events will highlight your company and give you ultimate exposure to our members. From network socials hosted in numerous Triangle locations to one of the best golf tournaments you will ever see, the Association has sponsorship opportunities for any budget. The Trade Show, one of our biggest events, is also a great way to show off your products and services! Photos and highlights of this year's trade show are highlighted in this issue! Space is limited so watch for details to be released in the 4th Quarter and sign up to be an Exhibitor in 2018's show.

Do you need a little coaching and knowledge to help your business grow? The National Apartment Association's Certified Apartment Supplier (CAS) designation was specifically created to further your knowledge and to give you the tools you need to engage, sell, and promote your business to the apartment industry. Here is what a recent graduate of the program had to say:

**"This industry has brought the ability to personally and professionally grow myself over and over again!"**  
— Tara Gerberich, BG Multifamily.

The fact is that the more you're involved, the more you will get back from being a member. It is a historical proven fact that members who engage get maximum returns. I want your membership to be as valuable to you as it has been for me. I want your business of providing products and services to be successful. If you have any questions or want to learn how you can be more involved, please feel free to contact me! I am happy to be your personal guide!

Existing members, please join me in welcoming these new members and show them your gratitude by considering their products and services for your communities! The strength of our Association is measured by the involvement and business exchanges between its members!



*Andy Meador, CAMT*

TAA President  
McDowell Properties  
taapresident@triangleaptassn.org

## I'd like to welcome the following Associate Members to our association who joined in the first quarter of 2017.

Accu-Brick Paving Systems  
Activ Answer by Audio Images  
All Pro Commercial Painting  
American Leak Detection  
Apartment List, Inc.  
APEX Billing Solutions  
A-Plus Capital Resources, LLC  
Bamboo Realty

Belfor Property Restoration  
Caliber Technologies  
CallMaX  
Carolina Pool Renovations  
Diamond Touch Construction  
Element Service  
Group Mechanical  
Extreme Painting Service

Freedom Way Waste Valet  
Miracle Movers, Inc.  
Red Rhino Group  
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Service Experts Heating & Air

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The Container Store  
The Flying Locksmiths-Raleigh  
The Grill Doctors  
Trash Butler  
Wilson's Windows, LLC





## SUMMER WILL BE HERE SOON!

Call Tidal for your pool inspections, lighting repairs or installations, and bonding / grounding services!!



**\$25 off**  
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installations

**\$50 off**  
pool area  
lighting repairs or  
installations

**\$150 Special**  
pool bonding /  
grounding inspection  
and testing

[WWW.TIDALELECTRICALSERVICES.COM](http://WWW.TIDALELECTRICALSERVICES.COM)

Greensboro: 336-855-3300 High Point: 336-841-3300 Winston-Salem: 336-725-3300  
Fayetteville: 910-678-0800 Triangle Area: 919-743-3300



## Short-Term Rental Taxes: What You Need to Know When Setting and Accepting Rent

By Brownlee Whitlow Praet & File, PLLC

With the rise of revenue management tools such as YieldStar suggesting rental rates for short-term rentals and the rise of private individuals renting homes through VRBO and AirBNB, property owners and managers across North Carolina have questions surrounding new transient tax laws for taxing short-term rentals. The questions that arise most often include: What exactly is a transient tax? Do I have to pay transient taxes when people rent on a short-term basis? How much is the tax? This is a new tax concept for most but one that must be understood.

### What is a Transient Tax?

To start, a transient tax is similar to a sales tax on the short-term rental of hotels, motels, inns, tourists' camps, private residences (single or multifamily), condominiums or cottages to transient people for consideration. The transient tax applies to rentals for terms of less than ninety (90) calendar days. The persons and/or businesses engaged in the rental of such property must register with the North Carolina Department of Revenue to collect and remit the tax required to be paid.

**A transient tax is not a tax on the business operator; it is collected by the operator from the transient occupant on behalf of the county.**

A private home rental to an individual for two months would qualify for a transient tax status, requiring the persons renting said home to register with the Department of Revenue to pay the transient tax for this rental. These short-term rentals are subject to the general North Carolina tax rate on the gross rental receipts, any applicable local sales taxes, and any local county occupancy taxes. Beyond the basic rent, examples of items that are taxable as part of the accommodation rental include: credit card fees; damage fees; early/late departure fees; extra person charges; in-room safe rentals; inspection fees; linen fees; maid/cleaning fees; "peace of mind" fees (similar to insurance but provided by hotel or rental agency rather than third-party carrier); pet fees (incurred by guests who have pets traveling with them); reservation fees (also referred to as a handling, processing, or administrative fee); security deposits (actually retained or applied); smoking fees; transfer fees (for changing to a different room or unit or a different date); tentative reservation fees (for priority reservation the following year); charges for cribs and roll-away beds; and charges for microwave ovens and refrigerators.

### How much are these Transient Taxes?

Transient taxes in the State of North Carolina are as follows:

- **North Carolina Sales Tax:** 6.75-7.5% of the listing price including any cleaning and guest fees for reservations less than 90 nights. The State imposes both a statewide 4.75% tax and a local 2-2.75% tax, which varies by county.
- **City and/or County Occupancy Tax:** All locally imposed occupancy taxes will be collected on reservations in North Carolina. The tax varies by city and county. It is typically 1- 8% of the listing price including any cleaning and guest fees for reservations less than ninety (90) nights.

Telephone numbers for counties that may levy room occupancy taxes are available at [www.ncacc.org/countyinfo.htm](http://www.ncacc.org/countyinfo.htm) and telephone numbers for cities that may levy room occupancy taxes are available at [www.nclm.org/resource-center/municipalities/pages/](http://www.nclm.org/resource-center/municipalities/pages/). Representatives from these counties and cities may be contacted by using the telephone numbers located on their respective web sites to seek information as to whether room occupancy taxes are levied in the county or city and, if so, the applicable rate.





*Rent  
Real estate  
Other  
rentals  
Total rent  
Property  
taxes, etc.  
Real estate*

The room occupancy taxes are not administered by the Department of Revenue and should not be remitted along with State and county sales taxes to the Department of Revenue.

#### **What rental period is not subject to transient tax?**

Any rental home or room, lodging or accommodation that is for ninety (90) continuous days or more to the same person is not subject to the rule of transient tax. On the other side, any receipts derived from an “occasional rental,” one in which the owner has rented any rental home or room, lodging or accommodation for less than fifteen (15) calendar days through an entire year, is not subject to the transient tax rule.

#### **What if a short-term rental ultimately exceeds 90 days?**

If you have a month-to-month rental that exceeds ninety (90) days the short answer is that the entire rental period is no longer taxable retroactive to day one. The North Carolina Department of Revenue cleared this up in an “Important Notice”, revised on June 14, 2012. You may now be wondering what happens to the transient taxes that you already paid. This is cleared up in the “Important Notice” to where the Department of Revenue provided,

“[t]he tax collected from any person prior to the accumulation of such ninety (90) continuous days of occupancy by said person shall be refunded to such person by the retailer collecting the same. A retailer actually making any such refund of tax which he has paid to the Department shall be entitled to claim credit for the tax so refunded on a subsequent return filed by him with the Department.”

#### **What if a long-term rental expires and is renewed for a period less than 90 days?**

The answer is not spelled out quite as clear, but referring to the “Important Notice” mentioned above, it seems that as long as the rental is to the same individual for more than 90 days, no transient tax is owed for the rental.

#### **This stuff is really exciting, where can I find out more about it?**

This thought has probably not occurred to anyone, but just in case it has, we suggest you speak to your accounting professionals in addition to thoroughly reading the “Important Notice” mentioned above. You can find all of the information discussed in this article at length on the North Carolina Department of Revenue’s website under “Important Notice: Tax on Accommodations” or refer

to North Carolina General Statutes N.C.G.S. §§ 105-164.4(a)(3) and 105-164.4F.

#### **We don’t own or manage a hotel, why is the NCDOR picking on us?**

With short-term and month to month rentals becoming more pervasive and easier to track online, state and local governments are starting to pay closer attention to large multifamily communities. Coastal states with significant tourism industries such as North Carolina, are becoming more serious about regulating short-term rentals, and collecting related gross rental receipts. The increased scrutiny of these short-term rentals for large multifamily communities is a result, in part, from ongoing complaints from big hotel operators who have argued that smaller operators should collect the same lodging and sales taxes they do.

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*This article is not intended to be legal or tax advice and should not be relied upon as such. You should speak to your legal and/or tax professionals for answers specific to your situation.*

# Ambassador Program

**Do you want to get more from your membership? Become a TAA Ambassador today!**

Share your success with new members and join the Ambassador Program! Take this opportunity to become acquainted with new members and to help be a part of TAA's success. Owner/Operator, Independent Rental Owner and Associate members are encouraged to participate! This is a great way to share your industry knowledge and build lasting relationships within the association.

## Expectations of a TAA Ambassador

- Be paired with a non-competing New Member
- Make initial contact and introduction of self
- Introduce New Member to a minimum of 3 other members at their first event
- Check in monthly to remind about upcoming events/education
- Relay any issues, suggestions, ideas to TAA Staff

## Criteria to become an Ambassador

- ✓ Must be a member in good standing
- ✓ Must have a minimum of two (2) years of involvement within TAA

**For more information or to sign up as an Ambassador, please contact Candace Patrick at [Membership@triangleaptassn.org](mailto:Membership@triangleaptassn.org)**



## new lease on life



A New Lease on Life (NLOL), a 501(c)(3) organization and a TAA Transitional Housing program, was designed to help families who have become homeless due to no fault of their own get back on their feet. We are able to bridge member management companies with a local nonprofit agency for a 12-24 month period and provide an available apartment home at a reduced rate with quarterly gradual increases.

The program's goal is to not offer a hand out, rather a hand up. Our goal at the end of the program is for each family to be self-sustaining and choose to be able to continue to be a renter at market rent.

**Get involved!** Our biggest need is more management companies and owners to partner with us. In order to move the program forward, we need more units. One unit equals one family's home. Unable to give a unit? Monetary donations help provide the families with linens, mattresses, household goods, and furniture. For all questions regarding A New Lease on Life's program and how to get involved, please email [nlol@triangleaptassn.org](mailto:nlol@triangleaptassn.org).

Check us out on Facebook! @taaNLOL



## Thank you to the 2017 New Lease on Life Contributors!

**Philanthropist (\$500+)**  
Leslie Mathis

**Humanitarian (\$250 - \$499)**

**Benefactor (\$100 - \$249)**  
Anonymous (2)  
Terry Ragland  
Todd Whitlow

**Helping Hand (\$1 - \$99)**  
Danielle Butler  
Josie Eatmon  
Misti McElwee  
Katrina Murdock  
Meg Palumbo  
April Vasta



# NightOwl

CONTRACTORS, INC

## LOCATIONS:

- ♦ Charlotte, NC (corporate office)
- ♦ Raleigh, NC
- ♦ Greensboro, NC
- ♦ Greenville, SC
- ♦ Greater Columbia, SC
- ♦ Wilmington, NC

## SERVICES:

### REPAIR

- ♦ Structural repairs
- ♦ Trip hazard grinding
- ♦ Drainage & grading
- ♦ Retaining walls
- ♦ Welding & fabrication
- ♦ Plumbing
- ♦ Electrical
- ♦ Swimming pools
- ♦ Fire & Water Damage Restoration

### REPLACE

- ♦ Retaining walls
- ♦ Siding - Reskin
- ♦ Concrete & Pavers  
Patos & sidewalks
- ♦ Rotten wood
- ♦ Decks & balconies
- ♦ Doors & windows
- ♦ Roofs

### IMPROVE

- ♦ Outdoor living areas
- ♦ Fireplaces & fire pits
- ♦ Outdoor kitchens
- ♦ Pergolas & gazebos
- ♦ Exterior painting
- ♦ Dog Park/Dog Wash Amenities
- ♦ ADA compliance
- ♦ Gutters & downspouts

Win a **"Resident Appreciation Party"**  
valued at **\$300!** Call our office today at  
**888.283.6303** and use Promo Code  
"ApartMentor" to learn more!



**nightowlcontractors.com**

**f in 888.283.6303**

# POOL CARE TIP SHEET



Need pool supplies or service? Check out TAA's Online Member Directory to find a Pool Supply or Pool Service Company today!



## CIRCULATION

### EMPTY PUMP & FILTER BASKETS

Keep the basket(s) in the skimmer(s) and pump(s) clear of all debris. Check and empty them to ensure good water flow to the filter system. If you don't like getting your hands dirty, wear gloves.



### RUNNING THE PUMP & FILTER

Run the filter for 24 hours a day.



## CLEANING

### SKIM THE SURFACE DAILY

This stops debris from sinking to the bottom, leaving less debris to vacuum and preventing stains. Skim with the flow of the water in a circular motion.



### BRUSH DAILY

Brush the walls, ladders, and corners. Brush down toward the floor on the steps, crevasses and behind ladders (dead spots). The NSPF encourages daily brushing to prevent algae.



## CHEMISTRY

### 1. TEST THE WATER DAILY

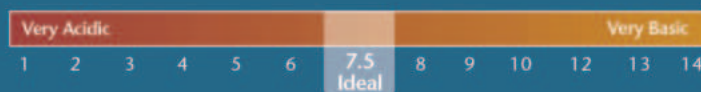
It's important to test pool water 2-3 times per day, to make sure the pH & alkalinity are balanced and keep your sanitizer level in check.

**SWIM**  
**UNIVERSITY**

The Ultimate Guide to Pool & Hot Tub Care

[www.SwimUniversity.com](http://www.SwimUniversity.com)

### 2. BALANCE



#### pH



pH is a measure of the acid or base of your pool water.

#### Alkalinity



Alkalinity is a pH stabilizer which helps keep your pH from changing drastically.

#### Calcium



Calcium hardness prevents corrosion of equipment & etching of plaster and liners.

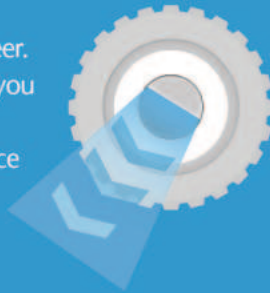


# Daily pool maintenance is the key to keep your pool looking great all summer!

Taking the time to properly care for your pool will help keep your pool swimmer-ready and potentially save you money in chemicals and repairs. This guide is not a comprehensive maintenance list, but for reference only. Make sure the person caring for your pool is a Certified Pool/Spa Operator and is familiar with the exact maintenance requirements for your specific pool.

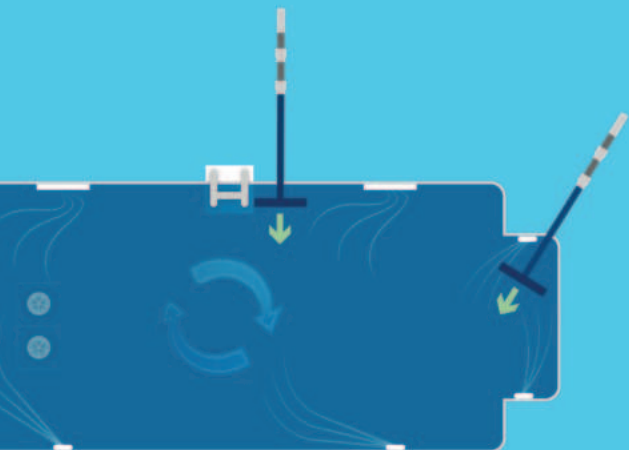
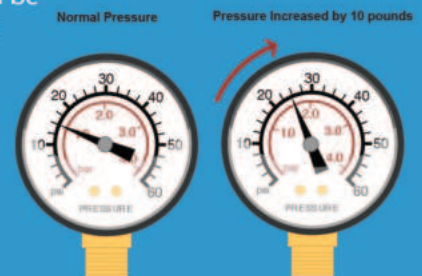
## LEAVE YOUR JETS ALONE

Your pool jets should have been angled by a pool engineer. Leave them in that setting! If you aren't sure if they are correct, reach out to a local pool service company have them come inspect your pool.



## CORRECT FILTER PRESSURE

Normal pressure will be between 10 - 20 psi (depending on the filter). Backwash when it increases by 10 psi.



## INVEST IN AN AUTOMATIC SWIMMING POOL CLEANER



### SUCTION

It attaches to your skimmer, which draws in water, creating a siphon to your filter system.



### ROBOTIC

A Self-contained electric unit that drives around your pool and sucks debris into a bag.



### PRESSURE

It attaches to the return jet and uses water to drive and push debris into a mesh bag.

## 3. SANITIZING & SHOCKING



To shock, first add water to a clean bucket.

Slowly add one bag of shock to the water and be careful not to breathe in fumes or splash it on yourself.

Use a clean wooden paint stirrer to dissolve the shock.



Shock your pool once a week. Use one pound/bag per 10,000 gallons of water. Always shock at dusk or night time and allow your filter system to run for at least 8 hours after. Be sure to use protective eyewear and gloves when handling any pool chemicals.

## STOCK UP ON THESE CHEMICALS



Purchase your chemicals in bulk to save money.



TAA will host four After Work Networking events in 2017.

These events are open to all TAA Members, are free to attend and do not require pre-registration. Our kick off for the year was held on February 28 at Tobacco Road Sports Café in Raleigh. This was our first time to host this event in downtown Raleigh and with the positive feedback received, it looks like we will be back. With over 150 attendees, the event was a great success!

# February

## After Work NETWORKING



### Thank You Sponsors



Cashwell Appliance Parts, Inc.



RestorePro Reconstruction, Inc.



Turner Asphalt, Inc.

### Regional Roundtable Recap



TAA held its first of four scheduled Roundtables on February 24 at Lynnwood Grill in Raleigh. In attendance were 22 Regionals and Vice Presidents of Management Companies discussing trends in the market, along with opportunities and challenges they all face. Special thanks to our Platinum Visionary Partners for their sponsorship of this luncheon for owner/operator members. Thank you to Past Presidents Terry Ragland (Blue Ridge Companies) and Ken Sherman (Camden Properties Trust) for facilitating.

The remaining 2017 Roundtable dates are: May 5, August 25 and December 1,  
and are held from 12-2pm at a Triangle area restaurant.



# April

## After Work NETWORKING



On April 18, TAA hosted its second After Work Networking event for the year at Rally Point Sport Grill in Cary. The goal is to host each of these events in different Triangle locations to allow for participation from all members.

It was another successful event with over 100 attendees who enjoyed the ability to spend time both inside and outside on the patio, thanks to a perfect spring evening. If you have not been able to join us in 2017 for one of these events, no worries as there are still two more to come. Watch for details as we get closer to our July and December After Work Networking events.



### Thank You Sponsors



Disaster One, Inc.



State Farm  
Chris Thurow, Agent



Sustainable Pest Systems, Inc.



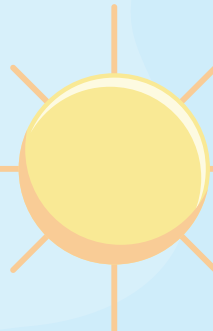
Turner Asphalt, Inc.

**Donation Never  
Takes a Vacation:  
TAA's Summer Collection Drive**

May – August 2017  
Drop Off Date: August 29

**MAINTENANCE  
MANIA!**

Thursday, October 26, 2017



**SAVE the DATES**

**Golf Tournament**  
Friday,  
September 15, 2017  
The Neuse Golf Club



**Membership  
Dinner Meeting**  
Thursday, November 9, 2017  
The Embassy Suites by Hilton  
Raleigh Durham Research Triangle





TAA held its annual Trade Show on Wednesday, March 29 at the NC State Fairgrounds Exposition Center. Thank you to our 154 Exhibiting Member Companies and all Owner/Operator Attendees who joined us as we traveled "Around the World." This was our largest show to date with over 1,500 in attendance. While the highlight was most definitely our Exhibitor Booths, there was also an event app, a parking lot tram, food, prizes, networking and lots of fun!



Congratulations to the Best Booth Contest Winner, Redi Carpet, pictured here with TAA President Andy Meador.



**Thank you** to our 2017 Platinum and Gold Visionary Partners who served as the Booth Passport and Grand Prize sponsors. Congratulations to the six winners who each received a \$500 VISA gift card. They are pictured from L to R: Shanlyn Addison (Regional Team Member), Greystar; Amy Timocko (Regional Team Member), Hawthorne Residential Partners, Inc.; Richard Vasquez (Service Team Member), Wakefield Glen; Andy Meador (TAA President), McDowell Properties, LLC; Ashley Solomon (Office Team Member), Beaver Creek Apartments; Charles Taylor (Service Team Member), Midtown Green and Shannon Hunter (Office Team Member), Legacy North Pointe Apartments. Visit the TAA website at [www.TriangleAptAssn.org](http://www.TriangleAptAssn.org) and TAA's Facebook page to view additional photos from the event.



**Thank you! To our 2017 Platinum Visionary Partners who**





# The Triangle Apartment Association

## 2017 TRADE SHOW



served as the Registration Area and Name Badge Sponsors.





# THANK YOU TO THE 2017 TAA-PAC CONTRIBUTORS

## TAA-PAC GOAL: \$17,500

Help us reach this goal by making an investment in the TAA-PAC! Your contribution ensures a strong voice for you and the apartment industry in the legislative decision making process.

TAA-PAC  
GOAL  
\$17,500

Currently  
\$10,119.00

### President Club Level \$1,000+

Chris Loeb sack      Andy Meador

### Ambassador Club Level \$500-\$999

Crystal Crosby      Craig Nardi      Jacob Rogers  
Claire Michael      Norm Praet      Todd Whitlow

### Capitol Level \$200-\$499

Katy Boone      Chris Fortune      Justin Kempe      April Vasta  
Craig Cadwallader      Vicki Franciosi      Kelli Lea      Judy Wade  
Josie Eatmon      Karen Green      Charles Persons

### Advocate Level \$50-\$199

Teresa Boland      Beth Kirkpatrick      Franklin Rodriguez  
Brenda Brantley      Latoya Patterson      Cliff Rogers  
Julie Chu      Suzanne Pratt      Chris Smith  
Sheronda Dennis      Terry Ragland      Jeanette Steele  
Tonya Dunn      Elizabeth Riley      Rita Zepeda

### Member Level \$5-\$49

Annette Allen	Stephanie Kerr	Betsy Petrucelli
Sara Breed	April Lam	Anna Pfeiffer
Will Brownlee	Francia Lewis	Gray Pike
Elizabeth Bryant	Jessica Linko	Rebecca Pugsley
Kelly Elizabeth Byrd	Erin Lowder	Brian Register
Danny Cameron	Elizabeth Mach	Stephanie Rodriguez
Christina Carr	Wesley Mays	Carlie Salemme
Jess Cooper	Misti McElwee	Tara Smiley
Berry Craven	Jerry Michael	Jon Smith
Hans Dara	Kristin Misnick	Marianne Spicer
Colleen Doubek	Meg Palumbo	Chris Thurow
Kristy Gaffney	Jessica Patterson	Lauren Varnhold
Mike Hartnett	Jena Paulenich	Robyn Von Reiche
Jay Haselden	Dan Pauley	Traci Wooten
Aby Henneberry	Jerone Perry	

### WHY IS THE TAA-PAC IMPORTANT?

Many laws significantly impact apartment owners and their bottom line including water & sewer rates and rental and zoning regulations. Contributions to the TAA-PAC help assure TAA's involvement in the legislative decision making process. Your contribution is an investment in yourself and your property's future!

### Your TAA-PAC Dollars at Work

TAA-PAC has many legislative successes, but the greatest victory was the recent passage of SB-683, Residential Building Inspections. Besides prohibiting mandatory inspections/pre-occupancy inspections, Raleigh rental housing providers saved an estimated \$750,000 in fees. For many owners, fees dropped by thousands of dollars per property.

### Make a difference!

Lawmakers want to hear from you! Get involved in the lawmaking process. Express your concerns or approval on issues with elected officials. Invite elected officials to your community and show them firsthand what's involved in operating an apartment community. Make a contribution to the TAA-PAC!

*Please consider making a contribution that will help strengthen the apartment industry's voice by visiting [www.TriangleAptAssn.org](http://www.TriangleAptAssn.org) or mailing your personal check to TAA-PAC 7920 ACC Blvd., Suite 220, Raleigh, NC 27617.*



## National News

We had a great turnout from TAA members at the NAA Capitol Conference in Washington! We met with members of Congress to discuss Tax Reform, National Flood Insurance Program Reauthorization, and Americans with Disabilities Act Reform.

Special thank you to **Julie Chu, Patrick Johnson, Andy Meador, Claire Michael, Craig Nardi, Barb O'Steen, Norm Praet, Terry Ragland, Chris Smith, Amy Timockko, April Vasta, and Todd Whitlow** for representing and advocating for the Triangle's apartment industry!



TAA Members meet with Congressman George Holding to discuss a more in-depth approach to tax reform.



Great turnout from our members to meet with Congressman David Price.



TAA Delegation meets with Congressman David Rouzer to discuss reauthorization of the NFIP.

## State News

Speaker Pro Tem Sarah Stevens introduced two bills, **HB 406 & 436**, regarding impact fees which were authorized by the General Assembly 30 years ago:

- **HB 406 Repeal of Orange County Impact Fees** – this would strip Orange County of its ability to impose impact fees. Stevens noted that Orange County recently modified its impact fee structure for a multifamily project to increase from \$302,000 to \$1,593,000. This bill has passed the House and now heads to the Senate.

- **HB 436 Local Government/Regulatory Fees** – this would prohibit the future imposition of impact fees by cities and counties and would repeal all existing authority. This bill has transformed into a study bill which will freeze all impact fees at their levels on June 30, 2016, for one year while the General Assembly studies how impact fees should be implemented.

- **HB 706 Landlord/Tenant-Alias & Pluries Summary Ejectment** – This bill would allow private process servers to serve evictions in addition to the local Sheriff's Department. It has been referred to the Judiciary III Committee.

- **HB 726 Repeal Sales Tax on Repairs, Maintenance & Installation Services** – This bill would address the multifamily industry's concerns over recent tax changes effective January 1. The recent changes have created uncertainty and concern that repairs and maintenance may need to be taxed.

- **HB 803 Landlord Liability Changes** – This bill codifies a recent Court of Appeals case by preventing certain liability lawsuits with landlords. It says that criminal records of residents are not enough to establish negligence. Also, courts grant affidavits to heirs of deceased tenants who do not have an established estate and have less than \$20,000 in valuables within the unit in order for them to take property from the unit. This bill will give the affidavit holder the authority to tell the landlord to dispose of unwanted property of the deceased tenant.

For more information on these bills and others or to ask how you can get involved in the process, contact Jacob Rogers, TAA Director of Government Affairs at [jrogers@triangleaptassn.org](mailto:jrogers@triangleaptassn.org).

## Upcoming Events

Get involved! Join us at the monthly Government Affairs Committee meetings! No political or policy experience needed. You will hear from elected officials throughout the

Triangle and learn about the issues affecting the apartment industry. The committee meets at 9:00 AM on the second Thursday of the month at the TAA office. See you there!

# Battle of the Baskets Fundraiser

"Around the World" was the theme for TAA's 2017 Trade Show. This year's Battle of the Baskets Fundraiser had 11 baskets donated, including one from the Education Committee. Each basket was filled with items and experiences representing various places from around the world such as Belgium, Caribbean, France, Germany, Ireland, Italy, Sweden, Mexico and many more! TAA members had the opportunity to purchase raffles tickets to support the TAA Education Foundation and also be lucky enough to have their name drawn to win one of the baskets. The Education Committee really challenged themselves and set their expectations high for this year's monetary goal. They fell a little short of their goal, however it was a "Big Win" of \$3,301.36 for the Triangle Apartment Association Education Foundation (TAAEF) Education Scholarship Fund. With a little hard work, along with the generosity and support of the TAA membership, the committee looks forward an even "Bigger Win" in 2018!



Most Creative  
First Communities

## Congratulations!

To the following  
Management Company and  
Community who won  
the categories of Most Creative  
and Best of Show for 2017!



Best of Show  
Ardmore Heritage

On behalf of TAAEF Board of Directors and the Triangle Apartment Association's Education Committee members, **THANK YOU** for generously donating a basket to be raffled.

Ardmore Heritage  
Baker Roofing  
Banner Property Management, LLC

Beech Lake Apartments  
Brownlee Whitlow Praet & File, PLLC  
Blue Ridge Companies, Inc.  
First Communities

Greystar  
Perry Point Apartments  
TradeMark Residential Properties, Inc.



The TAA/TAAEF Education Scholarship Fund was established in 2001 to provide qualifying candidates the opportunity to further their career development. Your investment will help to enhance the skills of apartment industry personnel, resulting in better managed and more confident future decision makers of the apartment industry. Since its inception, 54 scholarships have been awarded.

Funds from the Education Scholarship Fund underwrite scholarships for TAA members to enroll in the NAAEI (National Apartment Association Education Institute) Credential programs such as Certified Apartment Portfolio Supervisor (CAPS), Certified Apartment Manager (CAM), Certified Apartment Supplier (CAS), National Apartment Leasing Professional (NALP) and the Certificate for Apartment Maintenance Technicians (CAMT).



## ***Congratulations NAAEI Credential Recipients***



**CERTIFIED APARTMENT  
PORTFOLIO SUPERVISOR**

Congratulations go out to the following individuals who have earned the Certified Apartment Portfolio Supervisor (**CAPS**) credential from the National Apartment Association Education Institute (NAAEI).

**Ann Auerbach** — Hawthorne North Ridge  
**Katie Moore** — Clarion Crossing Apartment Homes  
**Matt Morrison** — Park Ridge Estates



**CERTIFIED APARTMENT  
MANAGER**

Congratulations go out to the following individuals who have earned the Certified Apartment Manager (**CAM**) credential from the National Apartment Association Education Institute (NAAEI).

**Annette Allen** — Cary Reserve at Weston Apartments  
**Dania Allen** — Camden Westwood Apartments  
**Katherine Boone** — CrossTimbers Apartments  
**Bill Covington** — Six Forks Station, LLC  
**Fernando Daguerre** — Crosstown at Chapel Hill Apartments  
**Ashley Davoli** — Ardmore Cates Creek  
**Beth Dolan** — Elan City Center  
**Antonio Garner** — Atria at Crabtree Valley Apartments  
**Ikima Hicks** — Walnut Ridge Apartments  
**Tyrese Holley** — Montecito West Apartments  
**John Holterman** — The Devon at Glenwood South  
**Bethani McGee** — Ashbrook Apartments  
**Justin Kempe** — BH Management Services, LLC  
**Kelli Lea** — Anderson Flats  
**Wei Pin Lee** — PW Lee Properties, LLC  
**Francia Lewis** — Stonestrow Apartments  
**Lindsay Olivera** — Atria at Crabtree Valley Apartments  
**Edwin Ramirez** — Duck Pond Realty Management Corporation  
**Matthew Robles** — Southpoint Crossings Apartments  
**Ricarda Sickle** — Camden Manor Park Apartments  
**Erica Tention** — Legacy at Wakefield  
**Maegan Walker** — Chambers Ridge Apartment Homes  
**Marshelle Washington** — Governors Point Apartments



**CERTIFIED APARTMENT  
SUPPLIER**

Congratulations go out to the following individuals who have earned the Certified Apartment Supplier (**CAS**) credential from the National Apartment Association Education Institute (NAAEI).

**Kathy Bell** — ePremium Insurance, LLC  
**Jerry Borders** — Multifamily Roofing Services, Inc.  
**Adam Emanuels** — ACES Cleaning Service, Inc.  
**Susan Furr**  
**Tara Gerberich** — BG Multifamily  
**Andrea Phillips** — Baker Roofing

## **CAPS: Certified Apartment Portfolio Supervisor**

**July 19 - 22, 2017**

**July 19 - 21: 9:00am - 5:00pm;**

**July 22: 10:30am - 4:00pm**

**Fee: \$1,315 Entire Course Members**

**\$1,565 Entire Course Non-Members**

**Registration Deadline: June 29, 2017**

**Instructor:** Alex Jackiw, President of Milhaus Management, Past Chairman of the Board for NAA and an Assistant Professor at Ball State University in the Residential Property Management Program



The CAPS credential course was developed for Regional/District Managers, Maintenance Directors, Mid-Upper Level Management, Marketing Directors and those aspiring to move to that level. Industry experience requirement is either CAM, ARM, RAM with 2 years of apartment management experience OR a Property Supervisor with 2 years of multi-site experience.

***No money in the budget? TAA is now accepting 2017 CAPS Scholarship Applications. The application is available online at the TAA website: [www.triangleaptassn.org](http://www.triangleaptassn.org). The Scholarship application deadline is Tuesday, June 27, 2017.***

## Leasing Existing Apartments in a New Construction Market

**May 16, 2017**

**9:00am - 12:00pm**

**\$75 Members | \$150 Non-Members**

**Registration Deadline: May 12, 2017**

**Three (3) Continuing Education Credits (CECs)**

**Instructor:** Lisa Trosien, Impact Marketing & Training and ApartmentExpert.com

This course will cover not only how to compete with new construction but how to actually 'draft off' their

advertising and marketing to help you stay fully occupied and spend less in the process. In addition, participants will walk away knowing how to effectively lease against new construction and maintain their share of the market, while gaining tips and techniques to make sure they're marketing and positioning their property in the best possible manner. *This session is for both existing and new properties. As an added bonus, Lisa will provide information and statistics from the Triangle and surrounding markets*

## CPO: Certified Pool-Spa Operator

**May 19 & 20; June 9 & 10;**

**September 8 & 9**

**8:30am - 5:00pm**

**Fee: \$265 Members**

**\$315 Non-Members**

**Re-Take Exam Fee: \$165 Member**

**\$215 Non-Members**

**\*Spanish materials available**



**Registration Deadline: 1 week prior to course date - refer to website**

**Instructor:** Andy Meador, TAA President and Director of Capital Projects with McDowell Properties

**Please note! All CPO courses will be held on a Friday and Saturday. All those seeking CPO re-certifications must attend the two-day course.**

## CFC: 608 EPA Certification & Testing for Technical Personnel

**August 22, 2017**

**9:00am - 4:30pm**

**Fee: \$235 Members | \$285 Non-Members**

**Registration Deadline: August 15, 2017**

**Instructor:** David Cameron, HVACR Training, LLC

This certification course will include 5 hours of instruction followed by testing for certification in one or all of the following: Type I, Type II, Type III and Universal certification in the use of EPA regulated refrigerant gases.

## Low Income Housing Tax Credit Seminar: Fundamental and Advanced Training in LIHTC Compliance

**October 25: 9:00am - 5:00pm**

**Fundamentals of LIHTC Compliance (6 CECs)**

**October 26: 9:00am - 1:00pm**

**Advanced Training (3 CECs)**

**October 26: 1:00pm - 5:00pm**

**Optional HCCP Testing**

**Fee: Complete Training & Exam: \$564 Members**

**\$689 Non-Members**

**Complete Training (No Exam): \$389 Members**

**\$514 Non-Members**

**HCCP Exam Only: \$175**

**NEW!**

**Registration Deadline: October 18, 2017**

**Instructor:** Karen Graham, President & CEO of Karen A. Graham Consulting, LLC.

The Housing Credit Certified Professional (HCCP) is the leading credential in the Low-Income Housing Tax Credit industry, representing the highest level of competency and knowledge, as well as a commitment to the highest ethical standards.





# education classes

Please visit TAA's website for full detail about each class and to register online for courses and seminars: [www.TriangleAptAssn.org](http://www.TriangleAptAssn.org). All classes are held in the TAA/Response Team 1 Education Center unless otherwise noted.



## You Don't Want to Miss This!



Kate Good



Alex Jackiw



Jackie Ramstedt



## Apartment All Stars

**September 28, 2017**

**Location: McKimmon Conference & Training Center**

**Executive Session: 9:00am - 10:00am (1 CEC);**

**General Session: 10:15am - 12:30pm (2 CECs)**

\*This session is for C-Level Executives, Owners, CEO's, Vice Presidents, Regionals, District Managers, Supervisors, and Decision Makers ONLY!

**Fee: \$99 Members | \$140 Non-Members**

**Registration Deadline: September 21, 2017**

**Meet Your All Stars:** Kate Good, Alex Jackiw, Jackie Ramstedt (Please visit our website for a full biography for each All Star and full detail on all topics covered.)

The Apartment All Star Experience is like no other event you will attend this year. The unique blend of three national speakers on our stage at one time creates an energy force that will be the most exciting time you will spend at a seminar. This dynamic tour has been igniting the leasing and marketing arena for 10 solid years and only visits 12 cities each year. Join us for this innovative, motivating and FUN Apartment All Stars event with All New Information that you won't want to miss! Spotting and staying ahead of trends is critical to competing in today's rental market.

# New Members

## MANAGEMENT COMPANIES

### Hammond Residential Group, LLC

2110 Powers Ferry Rd Ste 150  
Atlanta, GA 30339  
Contact: Kristi Brewer  
Email: kbrewer@hammondres.com  
Telephone: 678-741-2835

### Laramar Group

4730 Archeon Way  
Raleigh, NC 27616  
Contact: Davita Washington  
Email: simmscreekcm@laramarapts.com  
Telephone: 919-876-9110

### My Niche Apartments

4530 Park Road Ste 410  
Charlotte, NC 28209  
Contact: Michele Goodwin  
Email: regionalmgr@mynicheapartments.com  
Telephone: 704-519-4282

### Peak Living, LLC

5152 North Edgewood Dr Ste 250  
Provo, UT 84604  
Contact: Annette Folch  
Email: afolch@peakliving.com  
Telephone: 383-375-3260

### Providence Investments

412 East Pilot Street #A04  
Durham, NC 27707  
Contact: Kayla Luker  
Email: kayla@providenceinvestments.com  
Telephone: 919-956-8500

### Rich Management, LLC

1420 Walnut Street Ste 1011  
Philadelphia, PA 19102  
Contact: Sweta Bhedra  
Email: sweta@richmgt.com  
Telephone: 215-546-0501

## COMMUNITIES

### 54 Station

1415 E NC 54 HWY  
Durham, NC 27713  
Contact: Ryan Canady  
Email: 54station@bipinc.com  
Telephone: 336-379-8771  
Units: 264

### Fox Ridge Townhomes

2292 Fox Ridge Manor Road  
Raleigh, NC 27610  
Contact: Phil Eisenhauer  
Email: foxridge@3pointsproperties.com  
Telephone: 919-803-4478  
Units: 164

### Oberlin Road Investments II, LLC

PO Box 566  
Greenville, NC 27835  
Contact: Cindy Donley  
Email: cindy@tfonc.com  
Telephone: 252-752-7101  
Units: 4

### Pullen Lofts

211 Ashe Ave  
Raleigh, NC 27605  
Contact: Phil Eisenhauer  
Email: pullen@3pointsproperties.com  
Telephone: 919-803-0823  
Units: 98

### The Carolinian

2600 Glenwood Ave  
Raleigh, NC 27608  
Contact: Tammie Rhodes  
Email: thecarolinian@grubbventures.com  
Telephone: 919-787-7100  
Units: 186

### The Exchange on Erwin

2610 Erwin Road  
Durham, NC 27705  
Contact: Joshua Lavallee  
Email: theexchange@ramrealestate.com  
Telephone: 919-672-8307  
Units: 263

### Tryon Village Apartments

2421-E Fairway Drive  
Raleigh, NC 27603  
Contact: Laura Woolley  
Email: tryonvillage@druckerandfalk.com  
Telephone: 919-773-2518  
Units: 106

## INDEPENDENT RENTAL OWNERS

### Jamison Properties

125 W Pine Avenue  
Wake Forest, NC 27587  
Contact: Fred Jamison  
Email: fjamison21@gmail.com  
Telephone: 919-601-1709  
Units: 1

### MHP Holding, LLC

8311 Brier Creek Parkway Ste 105-534  
Raleigh, NC 27617  
Contact: Michel Charbonnier  
Email: Mike@ncinspect.us  
Telephone: 919-593-6355  
Units: 0

### Proven to Succeed Ministries, Inc.

PO Box 61005  
Raleigh, NC 27661  
Contact: Dr. Gwen Brannum  
Email: dr.gwenbrannum@gmail.com  
Telephone: n/a  
Units: 3

### VantagePoint

624 Holly Springs Rd #308  
Holly Springs, NC 27540  
Contact: Kyle Granholm  
Email: kyle@vantagepointnc.com  
Telephone: 919-285-3913  
Units: 2

## ASSOCIATES

### Accu-Brick Paving Systems

3360 Hwy 101  
Woodruff, SC 29388  
Contact: Lisanne Anderson  
Email: landerson@accu-brick.com  
Telephone: 864-476-9000  
Patio/Outdoor Kitchens, Pavement Products and Equipment

### Activ Answer by Audio Images

9485 Regency Square Blvd Ste 101  
Jacksonville, FL 32225  
Contact: Billy Reed  
Email: billy@getaudioimages.com  
Telephone: 904-247-8600  
Answering Services

### American Leak Detection

PO Box 1867  
Pittsboro, NC 27312  
Contact: Dennis Fair  
Email: dennisfairservices@gmail.com  
Telephone: 919-877-9797  
Plumbing Contractor, Leak Detection and Correct, Pool Repairs

### APEX Billing Solutions

PO Box 1537  
Columbus, GA 31902  
Contact: Brian Burris  
Email: brianb@apex-billing.com  
Telephone: 706-257-9830  
Sub-Metering, Utility Management-Conservation

### Bamboo Realty

507 W Peace Street # 102  
Raleigh, NC 27540  
Contact: Zach Schabot  
Email: zach@bambooagents.com  
Telephone: 919-796-5891  
Apartment Locator Service, Real Estate Appraiser/Brokers

### Belfor Property Restoration

2933 South Miami Blvd  
Building 102, Ste 116  
Durham, NC 27703  
Contact: Patrick Brown  
Email: patrick.brown@us.belfor.com  
Telephone: 919-789-8510  
Construction Services-Renovations, Mold Remediation

### CallMaX

1350 Wooten Lake Road NW  
Kennesaw, GA 30144  
Contact: Geraldine Carpinone  
Email: gcarpinone@callmax.us  
Telephone: 770-919-9771  
Answering Service, Software

### Carolina Pool Renovations

366 George W Liles Parkway NW  
Concord, NC 28027  
Contact: Stan Eaves  
Email: stan@carolinapoolrenovations.com  
Telephone: 704-784-6626  
Pool Decks and Masonry Effects, Pool Renovations and Repairs

# Welcome!



### Element Service Group Mechanical

1108 Nowell Rd  
Raleigh, NC 27607  
Contact: Wes Stout  
Email: wes.stout@callelement.com  
Telephone: 919-926-1475  
HVAC, Repairs

### Extreme Painting Service

6559 Harpy Drive  
Zebulon, NC 27597  
Contact: Diane Pentz  
Email: extremepaintingsvc@gmail.com  
Telephone: 252-903-6989

General Contractor, Paint and Wallcovering  
Maintenance, Remodeling and Renovation  
Services

### Freedom Way Waste Valet

240 Sawtooth Dr Apt 24  
Fayetteville, NC 28314  
Contact: Sean Redinger  
Email: freedomwayvalet@gmail.com  
Telephone: 910-548-4063  
Trash Collection-Doorstep

### Republic Services

5111 Chin Page Rd  
Durham, NC 27703  
Contact: Rebecca Arnette  
Email: rarnette@republicservices.com  
Telephone: 919-519-8020  
Debris Removal, Waste Collection

### Seal Coat Services, LLC

1709 Parkway St W  
Wilson, NC 27893  
Contact: Mike Lamm  
Email: sealcoatsevicellc@yahoo.com  
Telephone: 252-991-6020  
Asphalt Paving, Concrete Services, Line Strip-  
ing and Sealcoating

### Sitetec, Inc.

6132 Brookshire Blvd, Ste C  
Charlotte, NC 28216  
Contact: Cory Ingram  
Email: coryi@sitotec.com  
Telephone: 704-394-6969  
Remodeling and Renovation Services

### SL Sealcoating, LLC

542 Rountree Rd  
Charlotte, NC 27217  
Contact: Sean Williams  
Email: sl.sealcoatingdivision@gmail.com  
Telephone: 704-771-8422  
Asphalt Paving, Sealcoating Services

### The Container Store

500 Freeport Parkway  
Coppell, TX 75019  
Contact: Lisa Barnett  
Email: labarnet@containerstore.com  
Telephone: 214-356-5857  
Closet Remodeling/Design

### The Flying Locksmiths - Raleigh

875 Walnut St, Ste 250  
Cary, NC 27511  
Contact: Hardik Raval  
Email: Hardik.raval@flyinglocksmiths.com  
Telephone: 919-271-5830  
Cameras/Surveillance, Security Locks,  
Locksmith Services and Repairs

### The Grill Doctors

150 Cornerstone Dr  
Suite 104 E  
Cary, NC 27519  
Contact: Dan Foster  
Email: dan@thegrilldoctors.com  
Telephone: 919-656-0228  
Grill Cleaning/Maintenance, Patio/  
Outdoor Kitchens

### Trash Butler

1513 E 9th Avenue  
Tampa, FL 33605  
Contact: David Lowery  
Email: David.Lowery@trashbutler.com  
Telephone: 919-813-8085  
Trash Collection-Doorstep

### Wilson's Windows, LLC

PO Box 426  
Fuquay-Varina, NC 27526  
Contact: Ben Wilson  
Email: info@wilsonswindowsllc.com  
Telephone: 919-356-0065  
Windows, Pressure Washing

## On the Move

**Ericka Gillis** is now the Staffing Services Coordinator for **Full House Marketing**.

**Jackie Morrison** is now the Customer Relationship Specialist for **Full House Marketing**.

Have you had recent changes at your property or company?  
Keep us in the loop!

- Promotions
- New Hires
- New Billing Information
- New Billing Contact
- New Management Change
- Company Name Change
- New Email Address
- Physical Address Change

If any of the above examples have occurred at your property or company, contact us for an Update Form so we can best serve you. For update forms and inquiries, email Erin Lowder at [memberservices@triangleaptassn.org](mailto:memberservices@triangleaptassn.org).

## Word Search

U	L	G	M	T	E	S	T	K	I	T
B	M	T	O	K	Q	H	X	R	S	R
B	S	Z	V	D	P	A	V	E	C	A
C	Z	B	P	P	I	U	P	Z	N	K
H	H	A	L	G	A	E	C	I	D	E
D	X	L	W	N	N	E	Z	L	Q	A
J	V	A	O	I	P	S	P	I	T	E
K	B	N	M	R	H	E	O	B	M	L
X	E	O	H	O	I	U	O	A	X	H
T	R	V	C	G	B	N	L	T	M	E
B	A	K	T	Y	X	M	E	S	Y	D



algaeicide, bromine, chlorine, net, pool, rake, shock, stabilizer, test kit



# TAA's Products & Services

## NEED TO FILL AN OPEN POSITION? ADVERTISE WITH TAA!

**TAA  
JOB  
BANK**

TAA's online Career Center is a great place for your company to advertise new career opportunities! Open positions can be submitted through the online Job Bank located on the TAA website. TAA also offers website banner advertisements for company career fairs.

*For Additional Information, Email:  
[memberservices@triangleaptassn.org](mailto:memberservices@triangleaptassn.org)*

### Member Mailing Lists and Labels

Email lists and mailing labels are a great, easy way to market your business to other TAA members! TAA offers both full and partial membership lists and labels to best fit your marketing needs.

- Labels starting at: \$25
- Email Lists starting at: \$35

### Meeting and Event Space

- Great for meetings, classes and seminars
- Located in the heart of Brier Creek
- Complimentary Wi-Fi
- Technology packages available
- Presentation materials available
- No catering restrictions



Small Conference Room



TAA/Response Team I  
Education Center



Large Conference Room







## Uniting Talent with Opportunity

We find the best candidate providing the best expertise for the best client company at the perfect time.

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### Kindberg Contract Services, Inc.

Floor Covering Sales and Installation

919.469.1536



# May

# 2017

<b>5</b> Regional Roundtable 12:00pm - 2:00pm Hickory Tavern Cary, NC	<b>9</b> Leadership of Excellence Program 9:00am - 1:00pm	<b>10</b> IRO Meeting 6:00pm - 9:00pm	<b>11</b> Legal Issues 9:00am - 5:00pm
<b>16</b> Leasing Existing Apartments in a New Construction Market 9:00am - 12:00pm	<b>18</b> Executive/Board of Directors Meeting Time: 3:00pm - 5:00pm TAA Large Conference Room	<b>18</b> MayDay - PayDay Celebration (Invite Only)	<b>19-20</b> CPO 8:30am - 5:00pm
<b>22-24</b> AANC Education & Legislative Conference Raleigh Convention Center <a href="http://www.aanc2017.org">www.aanc2017.org</a>	<b>29</b> TAA Office Closed Memorial Day	All classes are in the TAA/Response Team 1 Education Center unless otherwise noted.  Please visit the TAA Website at <a href="http://www.TriangleAptAssn.org">www.TriangleAptAssn.org</a> for a complete list of Classes, Events & Committee Meeting dates and times.	

# June

<b>6</b> TAA 101 9:00am - 10:30am	<b>7-8</b> Leadership of Excellence Program 9:00am - 3:00pm	<b>9-10</b> CPO 8:30am - 5:00pm	<b>21-24</b> NAA Education Conference Atlanta, GA
<b>27</b> Executive/Board of Directors Meeting 8:30am - 11:00am TAA Large Conference Room	<b>28-29</b> TAA Office Closed Staff Retreat		

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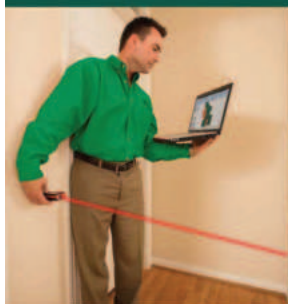
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